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To ensure access to high-quality, patient-centered, cost-effective health care to Los Angeles County residents through direct services at DHS facilities and through collaboration with community and university partners.



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~~May 17, 2016~~ May 24, 2016

The Honorable Board of Supervisors
County of Los Angeles
383 Kenneth Hahn Hall of Administration
500 West Temple Street
Los Angeles, California 90012

Dear Supervisors:

**AUTHORIZE THE COUNTY PURCHASING AGENT TO PROCEED
WITH THE SOLE SOURCE ACQUISITION OF ZIMMER US, INC.'S
FLUID WASTE MANAGEMENT EQUIPMENT AT LAC+USC
MEDICAL CENTER
(FIRST SUPERVISORIAL DISTRICT)
(3 VOTES)**

SUBJECT

Authorize the Internal Services Department as the County's Purchasing Agent to proceed with the sole source acquisition of medical equipment, for the Department of Health Services' LAC+USC Medical Center.

IT IS RECOMMENDED THAT THE BOARD:

1. Authorize the Internal Services Department (ISD), as the County's Purchasing Agent, to proceed with the sole source acquisition of a fluid waste management equipment from Zimmer US, Inc. (Zimmer) for the Department of Health Services' (DHS) LAC+USC Medical Center (LAC+USC MC) at an estimated cost of \$434,000.

PURPOSE/JUSTIFICATION OF RECOMMENDED ACTION

Fluid waste management systems in Operating Room (OR) suites have evolved significantly since the original LAC+USC MC purchase. The new system provides the latest technology in fluid waste management and is safe, economical, convenient and "Green." It consists of the following two units: 1) an Ultra Duo Cart that is designed to be left in the OR and provides a sealed, cleaned and disinfected fluid reservoir for each patient during surgery and 2) an Ultra Evac stand-alone disposal unit for use with the Ultra Duo Cart and is designed to automatically empty, clean, and disinfect cart reservoirs using a simple all-in-one nozzle connection. Further, the new equipment eliminates the need of nurses and operators to carry canisters with infectious fluids.

REVISED

ADOPTED

BOARD OF SUPERVISORS
COUNTY OF LOS ANGELES
20 May 24, 2016

LORI GLASGOW
EXECUTIVE OFFICER

Approval of the recommended action will enable LAC+USC MC to acquire replacement fluid waste management equipment through a Novation agreement on a sole source basis, and DHS is able to receive a significant discount through its Novation agreement due to previous purchases from Harbor-UCLA Medical Center. Also, the existing equipment at LAC+USC MC is near its end of life expectancy.

Background

~~LAC+USC MC uses a fluid waste management system from Zimmer that consists of the following three units:~~

~~1) An Ultra Duo Cart that is designed to be left in Operating Room (OR) suites and provides a sealed, cleaned and disinfected fluid reservoir for each patient during surgery, 2) An Ultra Evac stand-alone disposal unit for use with the Ultra Duo cart and is designed to automatically empty, clean, and disinfect cart reservoirs using a simple all-in-one nozzle connection, 3) The Safety Station is designed to allow operators to simply place fluid filled canisters in the unit, close the lid and with the touch of a button, canisters are automatically emptied, cleaned, and disinfected.~~

~~Approval of the recommended action will enable LAC+USC MC to acquire on a sole source basis and replace two out of the three pieces of equipment (Ultra Duo Cart & Ultra Evac) in the existing fluid waste management system that is near the end of its life expectancy and allows for the safe and efficient removal of fluids, such as blood and topically applied saline.~~

~~The basis for the sole source acquisition of this equipment is due to the fact that Zimmer US, Inc. is the original manufacturer and the sole distributor of the existing Fluid Waste Management System at LAC+USC MC and the equipment is not compatible with other manufacturers.~~

~~The Ultra Duo Cart and Ultra Evac unit are replacements to the existing fluid waste management equipment which are proprietary and manufactured solely by Zimmer Biomet. The new Ultra Duo Cart and Ultra Evac unit can connect directly to the existing Safety Station without having to replace the station; this will save cost. The Zimmer is an easy transition to upgraded equipment and no additional modifications will be required. to connect to the Safety Station. Also, the Zimmer has been purchased at Harbor-UCLA Medical Center, so Zimmer has offered a discount of 64% off of the 2016 list price.~~

~~The purchase of the Zimmer Fluid Waste Management Equipment is required to meet the continued provision of quality patient care services to the citizens of Los Angeles County. The Zimmer will decrease the length of time in surgery as fluid waste will be disposed of immediately, provide better patient outcomes, and patient and employee safety in the OR.~~

Implementation of Strategic Plan Goals

~~The recommended action will support Goal 1, Operational Effectiveness/Fiscal Sustainability, of the County's Strategic Plan.~~

FISCAL IMPACT/FINANCING

The estimated acquisition cost of the fluid waste management equipment is \$434,000. This includes the equipment, accessories, training, and a standard 12-month warranty. DHS will obtain a Board approved maintenance agreement for on-going maintenance of the equipment when the manufacturer's warranty expires at an estimated annual cost of \$16,255.

This equipment will be purchased in FY 2016-17 and funding is included in LAC+USC MC's Fiscal Year 2016-17 Budget. Funding for the estimated annual maintenance and repair costs will be requested in future fiscal years as needed.

FACTS AND PROVISIONS/LEGAL REQUIREMENTS

On October 16, 2001, the Board approved the classification categories for fixed assets and new requirements for major fixed asset (now referred to as capital asset) acquisitions requiring County departments to obtain Board approval to purchase or finance equipment with a unit cost of \$250,000, or greater, prior to submitting their requisitions to ISD.


CONTRACTING PROCESS

The acquisition of equipment falls under the statutory authority of the County Purchasing Agent and will be accomplished in accordance with the County's sole source purchasing policies and procedures established by ISD.

IMPACT ON CURRENT SERVICES

Approval of the recommendation will allow LAC+USC MC to provide optimal patient surgical care services, meet infection control standards and enhance patient and employee safety in the OR.

Respectfully submitted,


for Mitchell H. Katz, M.D.
Director

MHK:az

c: Chief Executive Office
County Counsel
Executive Office, Board of Supervisors
Internal Services